CONTRACT

## Contract Agreement Between: WTKR-TV 720 Boush Street Norfolk, VA 23510-1583 (757)446-1000

vww.wtkr.com

And:

GMMB/Greer Margolis Mitchell & Burns 1010 Wisconsin Avenue Suite 800 Washington, DC 20007

Contract / Revision			Alt Order #		
545812	1		07874840		
Estimate #					
106/113/1215	1				
			Original Date / Revision		
		0	8/31/12	/ 08/31/12	
Billing Cycle	Billing	Cal	endar	Cash/Trade	
EOM/EOC	Broado	cast		Cash	
Station	Accou	nt E	xecutive	Sales Office	
WTKR	Jamie	And	irus	Washington, D.	
Special Handling					
Demographic				<u> </u>	
Adults 35+					
IDB#	Advert	iser	Code	Product Code	
8020	106			113	
Agency Ref			Advertiser	Ref	
	Estimate # 106/113/1215  Billing Cycle EOM/EOC Station WTKR Special Hand Demographic Adults 35+	Estimate # 106/113/1215  Billing Cycle Billing EOM/EOC Broadd Station Account WTKR Jamie Special Handling  Demographic Adults 35+  IDB# Advert 8020 106	Estimate # 106/113/1215  Billing Cycle Billing Cale EOM/EOC Broadcast Station Account E WTKR Jamie And Special Handling  Demographic Adults 35+  IDB# Advertiser 8020 106	Estimate # 106/113/1215    Driginal Date / 08/31/12     Billing Cycle   Billing Calendar     EOM/EOC   Broadcast     Station   Account Executive     WTKR   Jamie Andrus     Special Handling     Demographic     Adults 35+     IDB#   Advertiser Code     8020   106	

		Spots/		Tot	als
*Line Ch Start Date End Date Description	Start/End Time	Days Length Week	Rate Type S	Spots	Amount
1 3 09/04/12 09/09/12 NewsChannel 3 News	5-6am	:30	NM	2	\$140.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u> \$70.00				
WCCR. 05/05/12 CO/CCF12 TTTT		.00			0505.00
2 3 09/04/12 09/09/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	6-7am Rate	:30	NM	3	\$525.00
Week: 09/03/12 09/09/12 -TWTF 3	\$175.00				
3 3 09/04/12 09/09/12 CBS This Morning	7-9a	:30	NM	3	\$300.00
Start Date End Date Weekdays Spots/Week					
Week: 09/03/12 09/09/12 -TWTF 3	\$100.00				
4 3 09/04/12 09/09/12 Early Show Saturday	9-11am	:30	NM	1	\$80.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12S- 1	<u>Rate</u> \$80.00		72		
5 3 09/04/12 09/09/12 CBS Sunday Morning	9-1030am	:30	NM	1	\$280.00
Start Date End Date Weekdays Spots/Week		.55		**	4200.00
Week: 09/03/12 09/09/125 1	\$280.00				
6 3 09/04/12 09/09/12 Face the Nation	1030-11am	:30	NM	1	\$245.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12S 1	<u>Rate</u> \$245.00				
TVCCK, DS/OCFTE CCFOOTE		:30	NM	1	\$155.00
7 3 09/04/12 09/09/12 Ellen Degeneres 3pm Start Date End Date Weekdays Spots/Week	3-4pm Rate	:50	INIVI		\$155.00
Week: 09/03/12 09/09/12 -TWTF 1	\$155,00				
8 3 09/04/12 09/09/12 NewsCha 3 News First @	4p 358-5pm	:30	NM	1	\$115.00
Start Date End Date Weekdays Spots/Week					
Week: 09/03/12 09/09/12 -TWTF 1	\$115.00			_	
9 3 09/04/12 09/09/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	5-530pm Rate	:30	NM	2	\$420.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/03/12         09/09/12         -TWTF         2	\$210.00				
10 3 09/04/12 09/09/12 Newschannel 3 News	530-6pm	:30	NM	2	\$440.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12 -TWTF 2	<u>Rate</u> \$220.00		1		
VVCCR, CONSONIE CONSONIE IIII	<del></del>	:30	NM	2	\$590.00
11 3 09/04/12 09/09/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	6-630pm Rate	.30	NIVI	2	\$58U.UU
Week: 09/03/12	\$295.00		ı		

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LocalTV does not accept advertising contracts that impermissibly discriminate on the basis of race or ethnicity.



	Contract / Revision 545812 /	Alt Order # 07874840	
Contract Dates 09/04/12 - 09/10/12	Product HIRSCHBIEL/C/D	Estimate # 106/113/1215	
Advertiser Hirschbiel/D/State Ho	-	Original Date / Revision 08/31/12 / 08/31/12	

		Spots/	Tot	als
*Line Ch Start Date End Date Description	Start/End Time	Days Length Week Rate	Type Spots	Amount
Start Date End Date Weekdays Spots/Week	Rate	.00	NM 1	\$220.00
12 3 09/04/12 09/09/12 7-730pm <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12 -TWTF 1	7-730pm <u>Rate</u> \$220.00	:30	INIVI	\$220.00
13 3 09/04/12 09/09/12 The Insider	730p-8pm	:30	NM 0	\$0.00
Start Date End Date Weekdays Spots/Week	<u>Rate</u> \$220.00			
Week: 09/03/12 09/09/12 -TWTF 1 Spot Ch <u>Date Range</u> <u>Description</u>	Start/End Time	Weekdays Length Rate	Type	
1 3 09/03/12-09/09/12 730-8pm	730-8pm	-TuWThF :30 \$220.00	NM	
14 3 09/04/12 09/09/12 Sunday Prime	7-8pm	:30	NM 1	\$1,275.00
Start Date	Rate			
	\$1,275.00 9-10pm	:30	NM 1	\$1,180.00
15 3 09/10/12 09/10/12 Monday Prime Start Date End Date Weekdays Spots/Week	Rate	.50		41,100.00
Week: 09/10/12 09/16/12 M 1	\$1,180.00			6000.00
16 3 09/04/12 09/09/12 Friday Prime Start Date End Date Weekdays Spots/Week	10-11pm <u>Rate</u>	:30	NM 1	\$980.00
Week: 09/03/12	\$980.00			
E 17 3 09/04/12 09/09/12 Late News (M-F)	11-1135p	:30	NM 2	\$980.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12 -TWTF 2	\$490.00			
E 18 3 09/04/12 09/09/12 Late News (Sa-Su)	11-1135p	:30	NM 2	\$730.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/03/12 09/09/12SS 2	<u>Rate</u> \$365.00			
= 19 3 09/04/12 09/09/12 Late Night with David Lette		:30	NM 1	\$135.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 09/03/12 09/09/12 -TWTF 1 20 3 09/10/12 09/10/12 NewsChannel 3 News		:30	NM 1	\$70.00
Start Date End Date Weekdays Spots/Week	Rate			
Week: 09/10/12 09/16/12 M 1	\$70.00 6-7am	:30	NM 1	\$130.00
21 3 09/10/12 09/10/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	Rate	.50	1300	<b>V100.00</b>
Week: 09/10/12 09/16/12 M 1	\$130.00			0400.00
22 3 09/10/12 09/10/12 CBS This Morning Start Date End Date Weekdays Spots/Week	7-9a <u>Rate</u>	:30	NM 1	\$100.00
Week: 09/10/12	\$100.00			
23 3 09/10/12 09/10/12 Ellen Degeneres 3pm	3-4pm	:30	NM 1	\$200.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/10/12 09/16/12 M 1	\$200.00			
E 24 3 09/10/12 09/10/12 NewsCha 3 News First @		:30	NM 1	\$100.00
<u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/10/12 09/16/12 M 1	<u>Rate</u> \$100.00			
25 3 09/10/12 09/10/12 Newschannel 3 News	5-530pm	:30	NM 1	\$235.00
Start Date End Date Weekdays Spots/Week	Rate \$235.00			
Week: 09/10/12	530-6pm	:30	NM 1	\$220.00
Start Date End Date Weekdays Spots/Week	Rate			
Week; 09/10/12 09/16/12 M 1	\$220.00 6-630pm	:30	NM 1	\$345.00
27 3 09/10/12 09/10/12 Newschannel 3 News Start Date End Date Weekdays Spots/Week	Rate	.55		
<del>-</del>				

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Advertiser Hirschbiel/D/State Ho		Original Date / Revision 08/31/12 / 08/31/12

*Line Ch Start Data End Data Deceriation	04 1/5 1 7	Spots/		To	otals
*Line Ch Start Date End Date Description  Start Date End Date Weekdays Spots/Week	StarvEnd Time	Days Length Week	Rate Type	Spots	Amount
Week: 09/10/12 09/16/12 M 1	\$345.00				
E 28 3 09/10/12 09/10/12 7-730pm	7-730pm	:30	NM	1	\$330.00
Week: 09/10/12	<u>Rate</u> \$330.00				
E 29 3 09/10/12 09/10/12 M-F 730-8pm	730p-8pm	:30	NM	1	\$310.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/10/12         09/16/12         M         1	<u>Rate</u> \$310.00		2004 3 Section ()		75.2.00
30 3 09/10/12 09/10/12 Late News (M-F)	11-1135p	:30	NM	1	\$540.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/10/12         09/16/12         M         1	Rate \$540.00		2233.6	•	40.00
E 31 3 09/10/12 09/10/12 Late Night with David Lettern	11135pm-1235am	:30	NM	1	\$115.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/10/12         09/16/12         M         1	Rate \$115.00				Ψ115.00
32 3 09/04/12 09/07/12 CBS This Morning	7-9a	:30	NM	1	\$200.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/03/12         09/09/12         -TWTF         1	Rate \$300.00			•	Ψ200.00
E 33 3 09/08/12 09/08/12 730-8pm	730-8nm	:30	NM	1	\$95.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/03/12         09/09/12        S-         1	Rate	.00	14141		\$90.00
34 3 09/08/12 09/08/12 Redskins Overnight	1135-1235xm	:30	NM	1	<b>635.00</b>
Start Date         End Date         Weekdays         Spots/Week           Week: 09/03/12         09/09/12        S-         1	Rate	.50	14141		\$35.00
= 35 3 09/08/12 09/08/12 Redskins Overnight	1235-105a	:30	NM		400.00
Start Date         End Date         Weekdays         Spots/Week           Week:         09/03/12         09/09/12        S-         1	Rate	.50	14141	1	\$30.00
Veek. 09/03/12 09/05/125- 1	\$30.00	.20			
Start Date End Date Weekdays Spots/Week	Rate	:30	NM	1	\$1,375.00
Week:         O9/03/12         End Date 09/09/12         WeekdaysW         Spots/Week           N 37 3         09/06/12         09/06/12         Thursday Prime	\$1,375.00				
Start Date	9-10pm Rate	:30	NM	1	\$1,375.00
Week: 09/03/12 09/09/12T 1  N 38 3 09/07/12 09/07/12 Friday Prime	\$1,375.00				
Start Date End Date Weekdays Spots/Week	Rate	:30	NM	1	\$1,180.00
Week: 09/03/12 09/09/12F 1	\$1,180.00				
N 39 3 09/09/12 09/09/12 US Open Tennis Men's Final Start Date End Date Weekdays Spots/Week	4-7pm Rate	:30	MM	1	\$750.00
Week: 09/03/12 09/09/12S 1					
N 40 3 09/05/12 09/07/12 Newschannel 3 News  Start Date End Date Weekdays Spots/Week	530-6pm	:30	NM	1	\$310.00
Start Date         End Date         Weekdays         Spots/Week           Week: 09/03/12         09/09/12        wTF         1	\$310.00	200 3000			
Fire Paris I		Totals		49	\$16,835.00

**Fime Period** # of Spots **Gross Amount** Net Amount )8/27/12 -09/10/12 49 \$16,835.00 \$14,309.75 **Totals** 49 \$16,835.00 \$14,309.75

Signature:	Date:

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